

**cookspace**

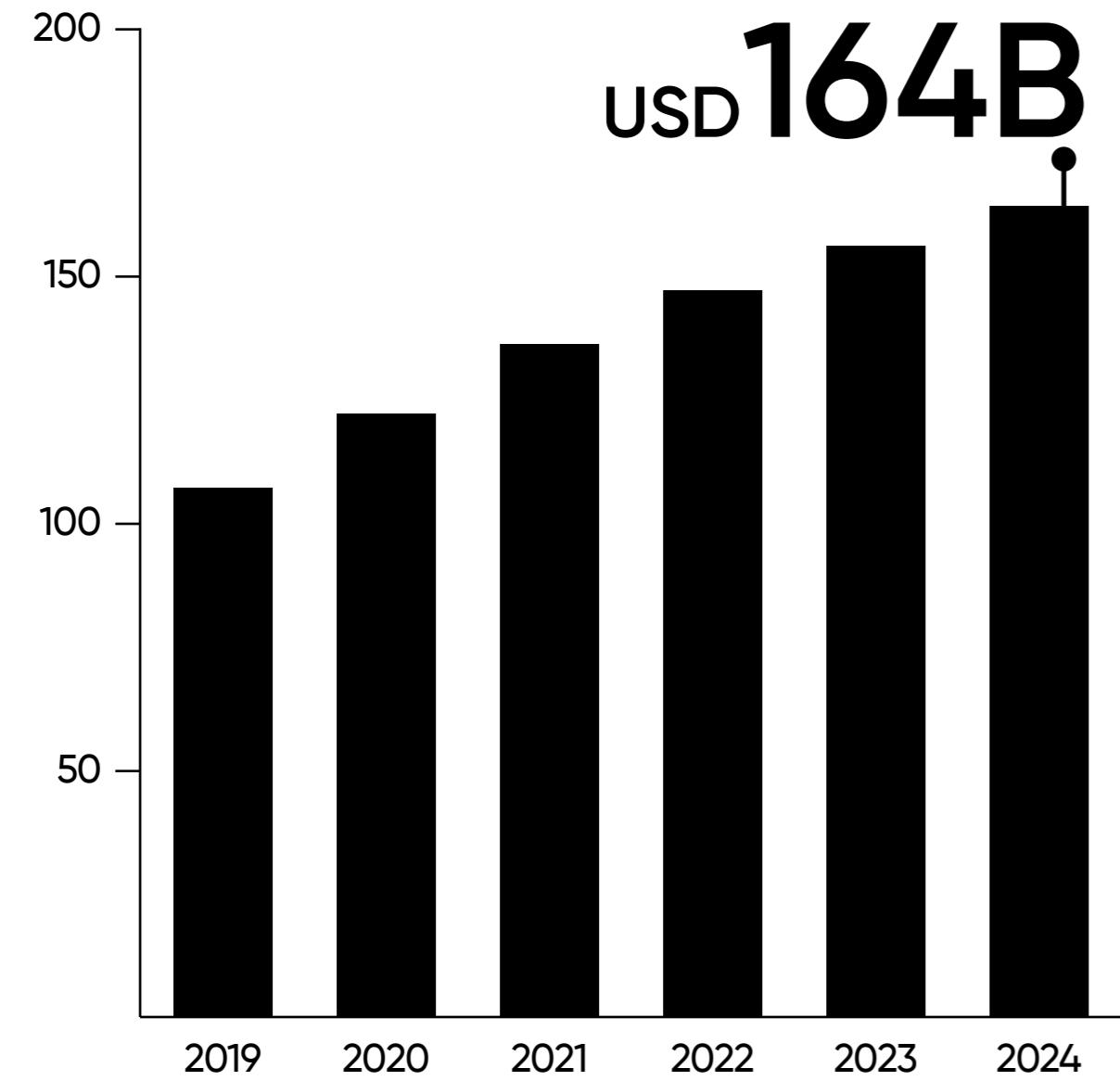
Pitch Deck Feb '20

*enabling cloud kitchens*

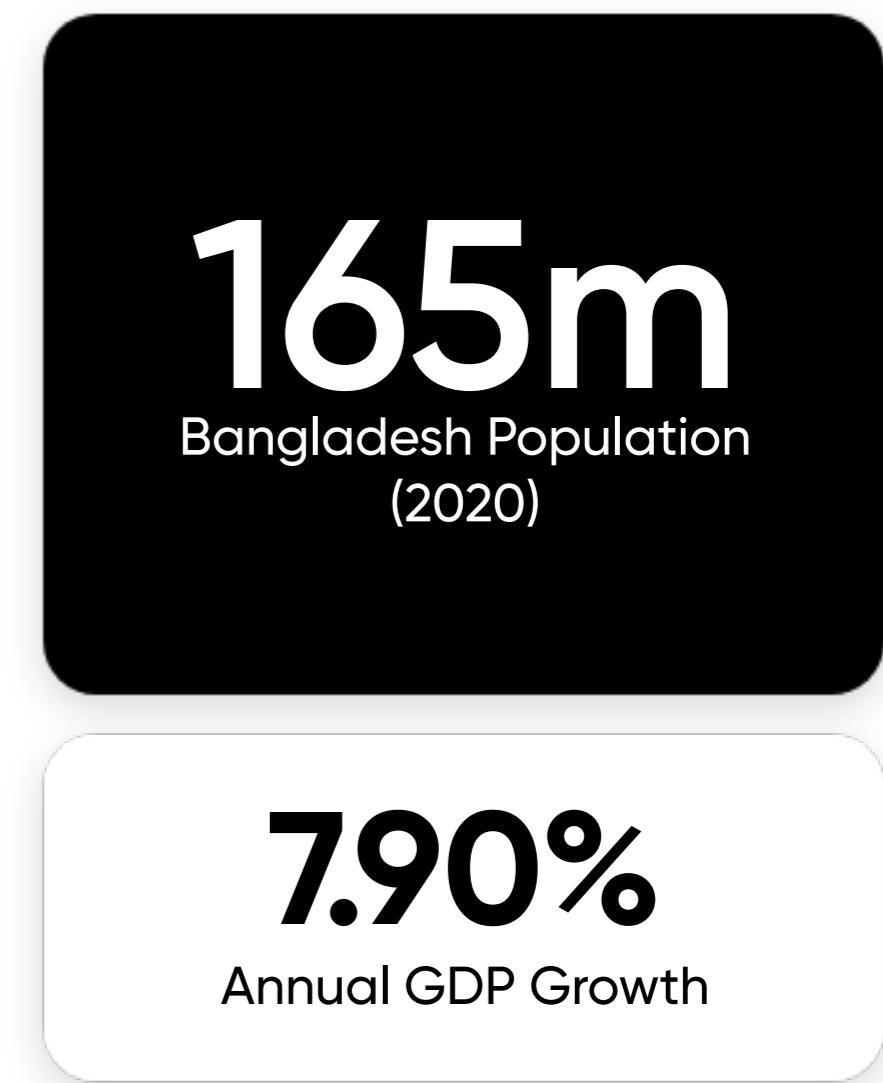
**cookspace provides  
smart kitchen spaces for  
online restaurants.**

# Market Insights

Food Delivery will be the biggest online industry by 2030 and in Bangladesh, this is just the beginning.



Bangladesh FD Market Size(2025)



Country Insights

# Why CookSpace?

With the food delivery industry growing to surpass dine-in sales, soon restaurants will go for delivery-only kitchens than opening a physical location.

**Lower Upfront Cost** 

Kitchen ready with equipments; No need for renovation; Lower security deposit.

**Lower Operational Cost** 

Lower rent & less employees needed to operate.

**Optimized For Deliveries** 

Focusing delivery-only reduces prep time. Lower commissions from FDPs & CS Tech to make more ops efficient.

**Higher Profit Margins** 

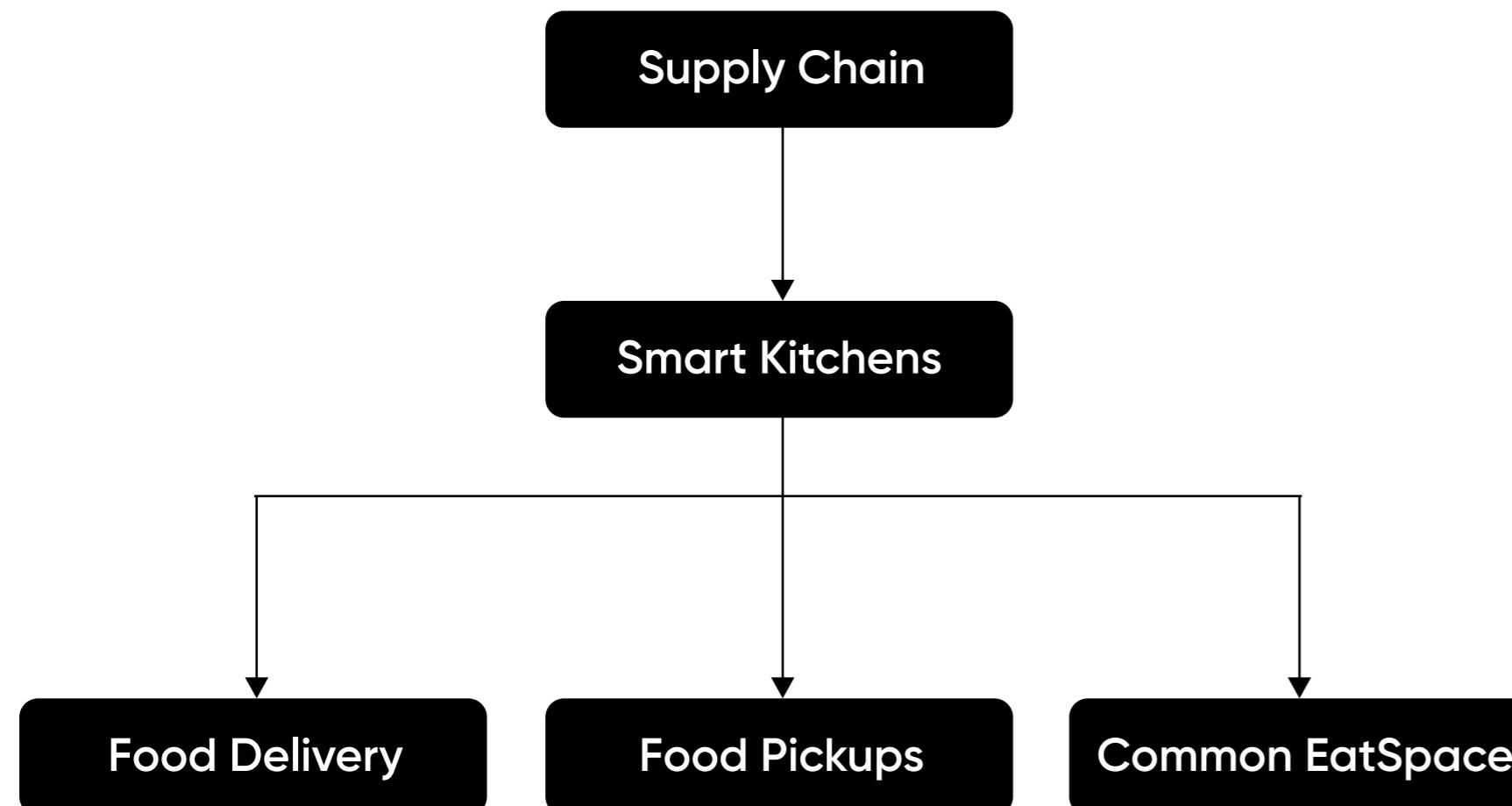
Lower ops costs and low rental fees; thus brands can get profitable faster.

**Faster & Easier To Scale** 

Easily expand ops to other CookSpace kitchens and increase geographical reach.

# CookSpace Model

We provide raw materials through our supply chain, logistics, smart kitchens and an eating space.



|                | Traditional Restaurants | CookSpace Kitchens |
|----------------|-------------------------|--------------------|
| Area           | 800 sq.ft.              | 150 sq.ft.         |
| Upfront Cost   | \$100-200k              | \$7k               |
| Employee Count | 10-12                   | 3-4                |
| Expansion Time | 3-4 months              | 1-2 weeks          |

Fig : Comparison to Traditional Restaurants

# CookSpace Technology

Using our tech, CKs can manage operations efficiently & scale faster while gaining insights.

## Integrated Orders

One platform to manage orders from multiple FDPs.

## Data Analytics

Insights of sales, inventory, etc.

## Inventory Management

Track stock of raw materials and get reports.

▲ MANAGEMENT

## Demand Forecasting

Predict order demands for faster preparation & reduced food waste.

## Logistics Optimization

Predicting orders from a certain area & time and add those meals to the delivery person in advance.

▲ EFFICIENCY

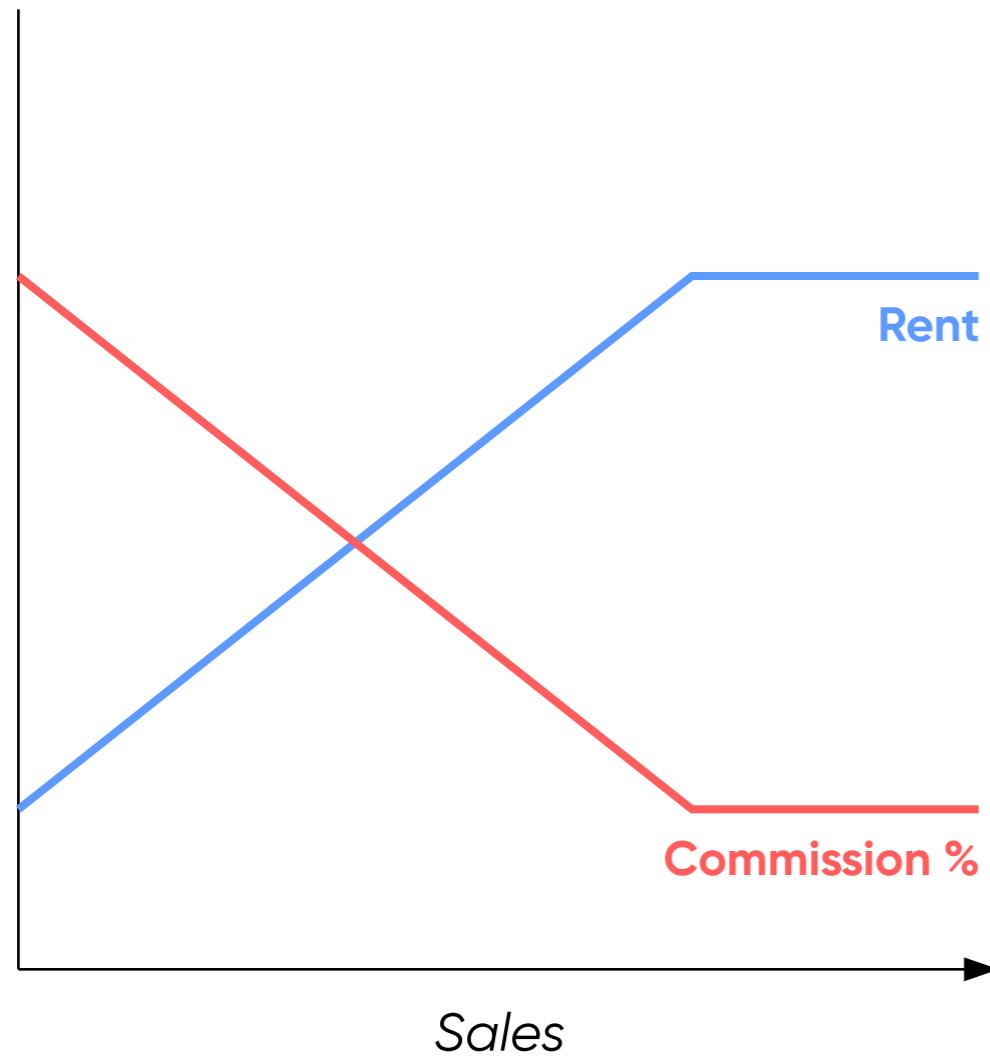
## Smart Cooking

Guided cooking with dynamic timing for each step. Helps lower chef dependency & easier to train new chefs.

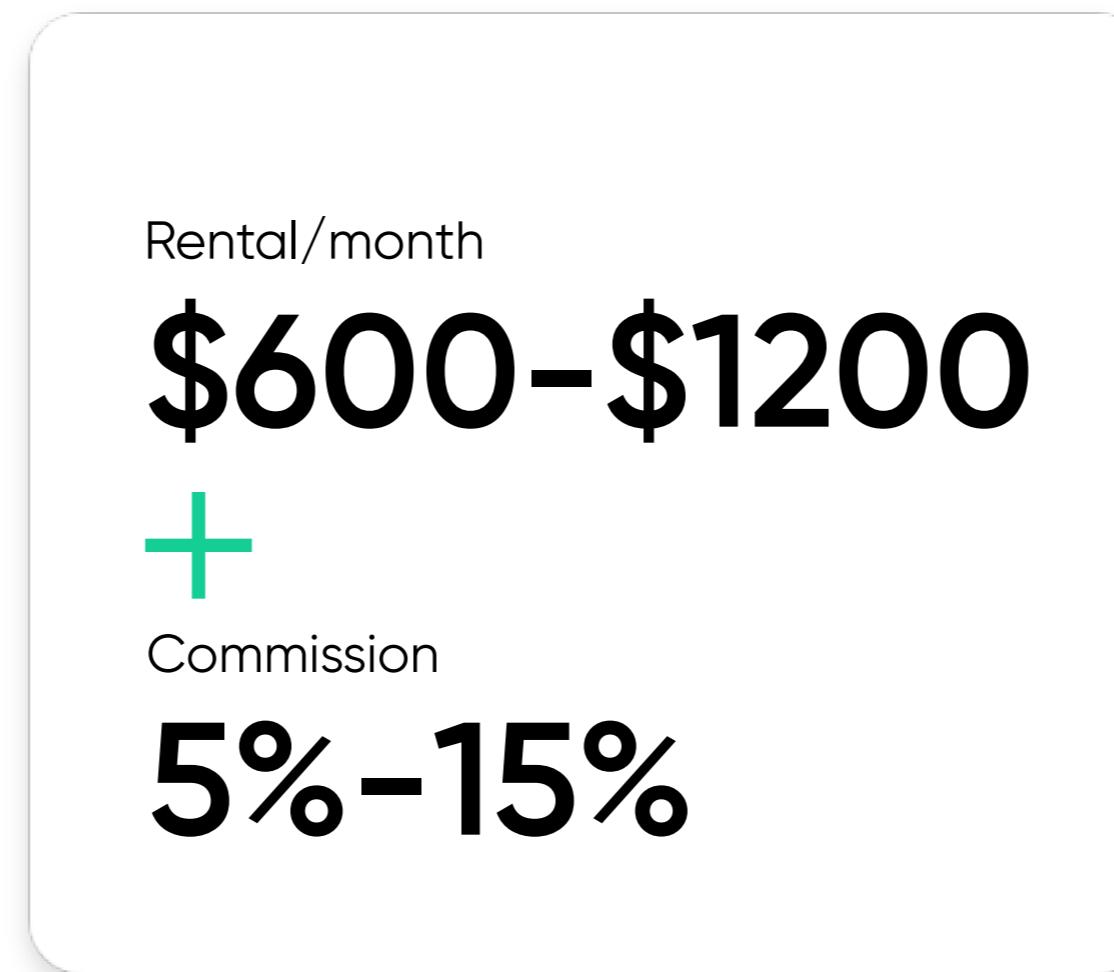
▲ SCALING OPTIONS

# Business Model

We dynamically charge rental fees and commission from our partners.



Dynamic Pricing Model



Pricing Range



Projected Revenue 2020

# Our Partners



\* biggest biryani brand



\* 1/3 of top burger joints



\* most popular pizza brand



\* cookspace's own brand

B2B deals help our brands to have  
lower commission rates from these FDPs.



Uber Eats



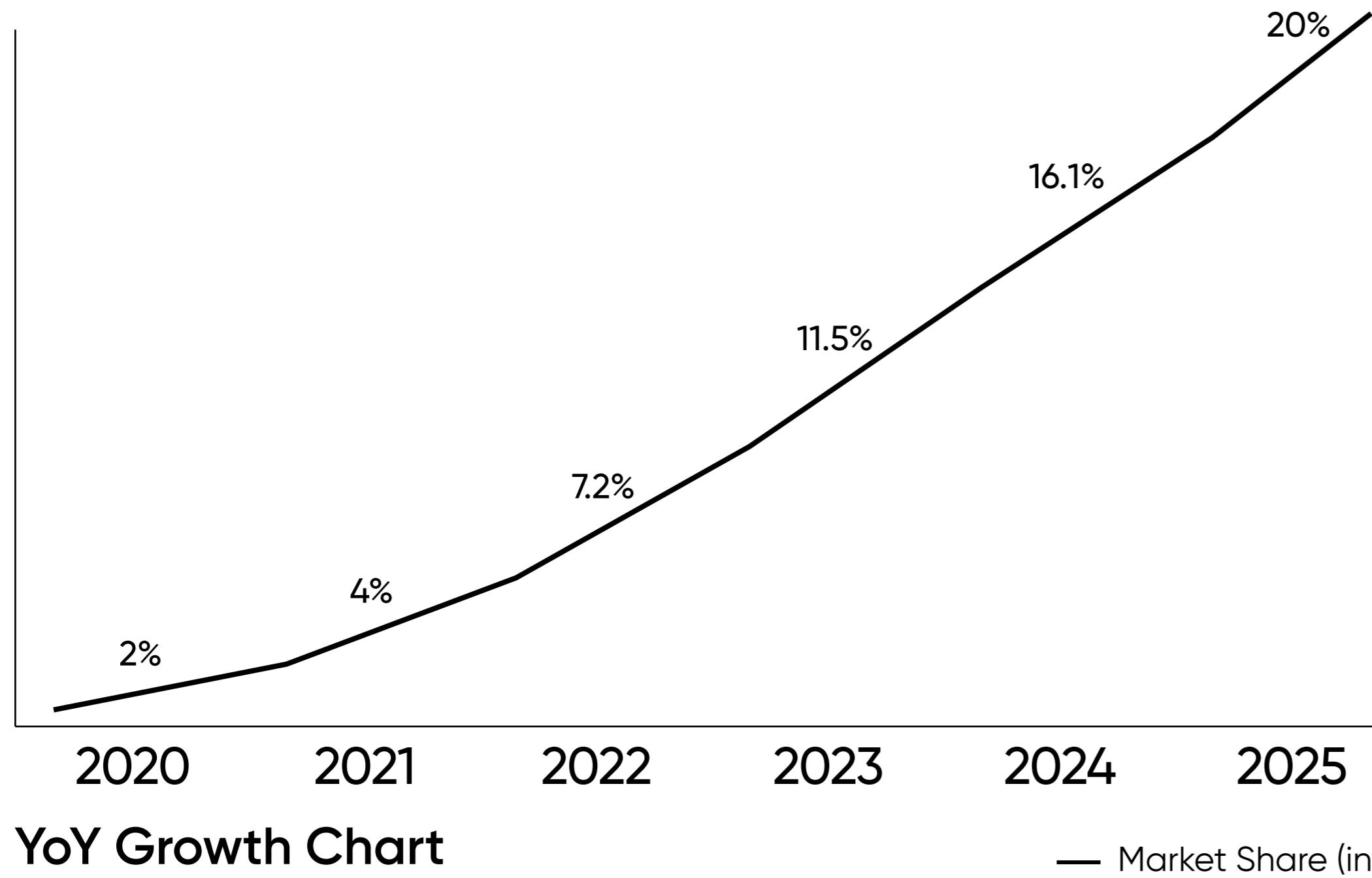
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## OUR BRANDS

## DELIVERY PARTNERS

# Growth

With a CAGR of 65%, we will capture 20% of the Bangladesh FDM & generate \$400m in revenues.



USD **400m**  
Revenue 2025

# Team



**Fahim Al Wasi**

Co-Founder

- Lead UI Engineer @ Teleport
- Product Dev Engineer @ AirAsia
- Co-Founder of Dawaat



**Faiyaz Al Zami**

Co-Founder

- Led sales team of 70 @ F.S Agrovet
- Co-Founder of Dawaat



**Mohammad Maaz**

Founding Partner

- Founded 9 Restaurants
- Director @ KAI Group



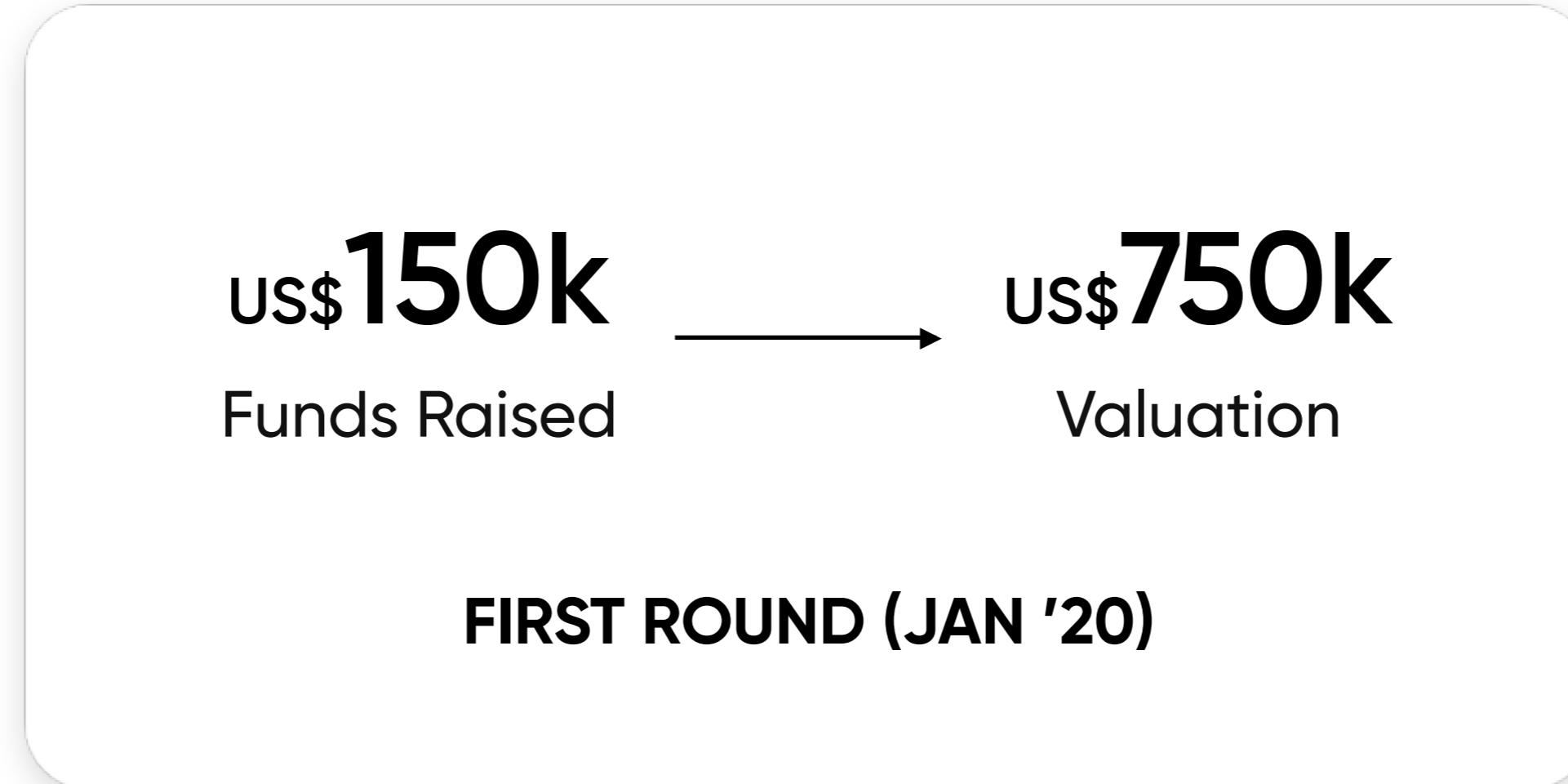
**Edmond K. Yap**

Business Development

- Equity Researcher @ UOB KayHian
- Financial Risk Analyst @ Deloitte

# Financials

We have raised our first round of investment to kickstart CookSpace operations.



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